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associations of citizens, who believe in the wisdom of this policy. Such a statement thus completed should be forwarded to the Department of State at Washington and to the members of Congress in either House who represent the signers:

"We, the undersigned, citizens of the State of _____, believing that the neutral

nations should have the requisite organization for bringing their united counsel and influence to bear upon existing international relations, respectfully submit that the government of the United States should take immediate steps for assembling a conference of neutral States to consider and act upon their common interests in international affairs."

OUR CONSULAR SERVICE AS A PEACE AGENCY

By ARTHUR DEERIN CALL

IT is an interesting fact that no one has thought especially to notice our United States Consular Service as an agency for promoting good will between the United States and other nations. And yet our country is officially represented at practically all of the great commercial and industrial centers of the world by 289 consuls general and consuls assisted by 305 vice-consuls and a fairly large staff of clerks. Many other places are reached by 199 consular agents serving under the supervision of the consuls general and consuls. Not including messengers and janitors, the entire personnel of the United States Consular Service is approximately 1,200. For the fiscal year ending June 30, 1914, our government spent upon this branch of its foreign work \$2,083,908.42. The fees collected by this service and paid into the United States Treasury reduced the net cost of the service for that year to \$43,674.00. But none of these fees were collected for services having any relation to the promotion of American export trade, the protection of American citizens, or the cultivation of friendly relations between the United States and foreign countries.

And yet it must be manifest to any one interested to examine the facts that such a large corps of specially trained American citizens, living more or less permanently and in an official capacity in distant lands, must, both directly and indirectly, interpret constantly to foreigners the spirit of our institutions, and mold in no small degree their real opinion of us and of our ideals.

Consular officers are expected to maintain and promote the rightful interests of American citizens as provided in treaties and usage. Besides issuing passports, attending to the thousand and one needs of American citizens abroad, attending to many matters relating to American shipping, watching the attitude toward our immigration laws, reporting weekly upon the sanitary conditions of the ports at which they reside, promoting friendly relations between American and foreign commercial houses, they are in some countries invested with judicial powers over American citizens in those countries.

It is therefore the aim of the State Department to send to these posts Americans of the best type—university graduates, if possible. They are for the most part required to write and speak the languages of the countries to which they are sent. They are expected to make an accurate and intelligent investigation of commercial, economic, and industrial conditions, and to be able to report the results of their investigations in a manner to be of practical value to the American busi-

ness man. They ought reasonably to be expected to take a proper place among the best people of the district to which they are sent. It is essential that they be gentlemanly and tactful, that they have personal charm and resourcefulness, and that they be possessed of a practical rather than theoretical attitude of mind. We consider it important that these men who represent our commercial interests should be at least the equal of our army and navy officers.

Since the executive order of President Roosevelt, issued upon the advice of Secretary Root, June 27, 1906, the consular service has gradually approached these conditions. Indeed, some four years ago the Emperor of Germany declared in a public speech that the consular system of the United States is the best in the world. But the salaries offered for these positions, especially among the middle and lower grades, do not as a rule attract men of the highest quality. The consuls general, for example, are divided into five classes, with salaries as follows: Class one, \$12,000; class two, \$8,000; class three, \$6,000; class four, \$5,000; class five \$4,500. The consuls are divided into nine classes, with salaries ranging from \$8,000 to \$2,000. The secretaries are divided into five classes, ranging from \$3,000 to \$1,200. While our new American consul enters the service under examination at a salary of \$2,000 or \$2,500, Great Britain long ago gave her lowest grade consul a salary of \$3,000. No United States consul should receive less than \$3,500. It is true that many of our consulates are in quarters quite inadequate for maintaining the respect shown to similar establishments of other nations. The system of promotion has been so far developed that consuls may advance strictly upon their merits from the lowest to the highest class of the service, and in order that promotions in salary may be actual rather than apparent, some means must be found by which the inequalities in the cost of living at the respective posts can be overcome.

But for our purpose the important fact remains that our people and our government do not seem to have sufficiently realized the importance of confidence and friendship, depending wholly upon mutual acquaintance and understanding, as the foundation upon which effective commercial and other interests must be built. By increasing the compensation for consular service and creating new consular offices beneficent results would inevitably follow. Where so many men are engaged in carrying out concrete international policies, enforcing laws with respect to tariff, pure food, and the rest, there are the forces which tend to make either toward war or

toward peace. The competent consul, adequately housed and compensated, acquires an intimate acquaintance with the local business men of standing, with the local officials, and with the conditions which make American trade in that locality profitable or hazardous. In the course of time, furthermore, such a consul exerts an important influence in the community, inviting confidence in our business men and their products, and, which is of more importance, in the United States as a government. Where the consulate is dignified and really representa-

tive of our great nation, the inevitable tendency is toward permanent international friendship. The hope of world politics is to establish conditions which will insure mutual confidence and peaceful relations between states; which shall remove rather than increase the agencies that irritate and prevent freedom of intercourse. This hidden but magnificent service is already being rendered for our country in an encouraging measure by our consulates abroad. It will be more and more extended as its importance becomes better understood.

SIDE LIGHTS ON GERMANY EMBATTLED

By LOUIS P. LOCHNER

IT is one of the lamentable sequels to the outbreak of a war that the group of individuals known as "the enemy" becomes transformed immediately into a horde of monsters. From the German point of view, England has become a "race of barbarians;" on the British side, the press assiduously fosters the notion that the Teutons are "savage Huns."

Unfortunately this same distorted point of view also obtains to a large extent in the non-belligerent nations. Broadly speaking, there is no doubt that the sympathies of America are on the side of the Allies, whatever may be the official position of technical neutrality of the United States government. As a corollary we are too much inclined to think of every German as a saber rattler. Many naive questions which I have been asked since my recent return from Germany bear eloquent testimony to this assertion, and lead me to believe that an objective, dispassionate presentation of what I saw in the Fatherland may possibly aid the cause of international understanding, which, after all, is the cause of peace.

There will be those of my readers who will at once dub me "pro-German"—especially if they look at my name. I ask them to remember that when last October I published various articles regarding my experiences in France, and tried with the same sympathy and understanding to analyze the currents and counter-currents in the *Grande Republique*, I was as generously deluged with letters taking me to task for being pro-Ally as I have of late been the object of unflattering commentary for alleged pro-German utterances.

No one, whatever his views, can fail to be impressed with the great devotion of the Germans to the Fatherland. Clearly there must be some cause for this devotion, which leads thousands unflinchingly to march off to almost certain death. It is not sufficient to say that the Germans are the exponents *par excellence* of an exaggerated nationalism. As in other countries, there have been many counter-currents of international character at work to offset this feeling. Scholarship, travel, art, socialism—all these and many other forces transcend boundary lines. Nationalism alone would not have united all Germany last August and enabled the Kaiser to say, "There are no longer any parties—there are only Germans."

Ask any German what this something was that united the humble peasant and the haughty Junker on that

memorable 4th of August, 1914, and he will tell you that a world of revengeful or envious neighbors had conspired to crush the Fatherland, and that self-defense or self-preservation demanded almost any sacrifice, however great it might be. It is the same story everywhere—Belgians, Russians, French, Englishmen, Austrians, Turks—all are fighting either in "self-defense" or else "for their very existence."

Such was the feeling last August, I was told, on every hand. Such is the feeling still to a large extent. At the same time, just as in other of the warring countries the forces that stand for progress have gotten their "second wind," as it were, so, too, in Germany there are more and more currents discernible that indicate a growing dissatisfaction with the intolerable European situation.

There is, for instance, the group that is interested in social service—the social workers and the professors of political economy and sociology. They realize, almost with a jolt, that they have been "mere infants politically," as one leading sociologist put it to me. "We thought we were having a hand in the government, only to find that a small ring, after all, controls the affairs of the nation."

Then there are the men of international affairs—scholars, jurists, ministers of the Gospel—who have long been interested in the promotion of international understanding, especially with England. These men and women are eager to resume communication with their colleagues on the other side, and almost pathetically request you to carry letters with you or assure their one-time co-workers that the rigors of censorship and military regulations make it impossible to put in writing what the heart would fain utter. The following is a sample of what I mean. It is taken from a letter which a religious leader wrote me just before I left Germany:

"I am very much disappointed in the criticism made in the British magazine ——— regarding our work in Germany. When you get back to America, will you not set forth to him how exceedingly difficult it is for us to break through the barriers of censorship and to give a clear picture of what we are really after?"

"It is next to impossible for us to give utterance to our real feelings, to our mental attitude and to the aims that we have set before us. Even those publications which we succeed in issuing give but a very incomplete impression of the spirit that animates us. We can quite well understand why the editor, Rev. ———, is disappointed in our utterances. At the same time we ask you as a neutral to write him, and to tell him that we should certainly like to state many things that it is impossible to get by the censor."